

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 SP-02 AID-05 EB-07 NSC-05 CIEP-01

TRSE-00 SS-15 STR-01 OMB-01 CEA-01 CIAE-00 FRB-03

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PA-01 USIA-06 PRS-01 L-02 H-01 EURE-00 /082 W

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P 111341Z FEB 75

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC PRIORITY 7087

INFO USDOC WASHDC PRIORITY

LIMITED OFFICIAL USE MOSCOW 1878

E.O. 11652: N/A

TAGS: ETRD, EEWT, UR, US

SUBJECT: CONTRACT SIGNED FOR ARTIFICIAL FUR PLANT

USDOC FOR BEWT/TDAD

REF: MOSCOW 1714

1. AS RESULT OF LAST-MINUTE CHANGES, INTERTEX INTERNATIONAL HAS REPLACED ROCKWELL INTERNATIONAL AS PRIME CONTRACTOR FOR DOLLARS 23 MILLION ARTIFICIAL FUR PLANT. EMBASSY HAD PREVIOUSLY REPORTED (REFTEL) THAT DUE TO SALE OF ITS WALDMAN-JACQUART DIVISION, ROCKWELL HAD LOST ITS ROLE AS MAJOR EQUIPMENT SUPPLIER FOR THIS PLANT. UPON REEXAMINATION, ROCKWELL'S TOP MANAGEMENT DECIDED FEBRUARY 6 TO DROP OUT OF PROJECT. FORTUNATELY, INTERTEX WAS READY, ABLE AND WILLING TO REPLACE ROCKWELL AS GENERAL CONTRACTOR AND TEKHNOPROMIMPORT, WHICH HAD LONG AND FAVORABLE EXPERIENCE WITH INTERTEX, WAS AGREEABLE TO THIS CAHNGE. CONTRACT WILL BE SIGNED TODAY, FEBRUARY 11.

2. COMMENT: ACCORDING TO EMBASSY'S RECORDS, THIS IS
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LARGEST (DOLLARS 23 MILLION) SINGLE CONTRACT TO BE SIGNED BETWEEN

U.S. COMPANY AND SOVIETS SINCE JANUARY 13 ANNOUNCEMENT
OF SOVIET ACTION ON TRADE BILL. SOVIET DECISION TO GO
AHEAD ON THIS PROJECT WITH U.S. IS SIGNIFICANT,
AS THERE WAS STRONG FRENCH AND FRG COMPETITION. IN LESS
FAVORABLE ATMOSPHERE, ROCKWELL'S LAST MINUTE DECISION TO
DROP OUT OF THIS PROJECT AND INTERTEX' EMERGENCE AS PRIME
CONTRACTOR WOULD HAVE BEEN MORE THAN ENOUGH TO SHIFT BALANCE
IN FAVOR OF ONE OR THE OTHER WESTERN EUROPEAN
COMPETITOR. FACT THAT THIS DID NOT HAPPEN IS HOPEFUL
SIGN THAT SOVIETS INTEND CONTINUE EFFORTS EXPAND TRADE
WITH U.S. DESPITE RECENT SETBACK.
STOESSEL

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Message Attributes

Automatic Decaptioning: X
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Margaret P. Grafeld
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